

Intersolar 2017

By Managing Partner Mark Augustenborg Ødum

www.betterenergy.dk



BETTER ENERGY IN BRIEF

Vision

- To move our world closer to a sustainable energy future

Mission

- To develop new ways to produce affordable solar energy
 - Explore new directions, markets, financial structures and technologies
 - Advance the deployment of solar energy as rapidly as possible
 - Deliver solar energy at the lowest possible cost

Guiding Principles

- Better and Better: We will constantly challenge the status quo, push boundaries and create new possibilities.
- We will grow our business by making our core value generation process as efficient as possible.
- We will be disruptive, dynamic, agile, and always willing to explore and respond to change.

THE BETTER ENERGY FORMULA SIMPLIFIED

Better Energy has three key focus areas and one integrated value chain

Solar Plants

Focus:
Lowest Cost of Energy

Sustainable
Finance

Focus:
Lowest Cost of Capital

Green
Power

Focus:
Maximised Output

One Integrated Value Chain

INTEGRATING THE FULL VALUE CHAIN

One Integrated Value Chain

Screening



- Research
- Business case
- Feasibility
- Partnership exploration

Development



- Land rights
- PPA
- Local permits

Structuring



- Equity and debt structure
- Project strategy (divestment, long-term hold or EPC)

Construction



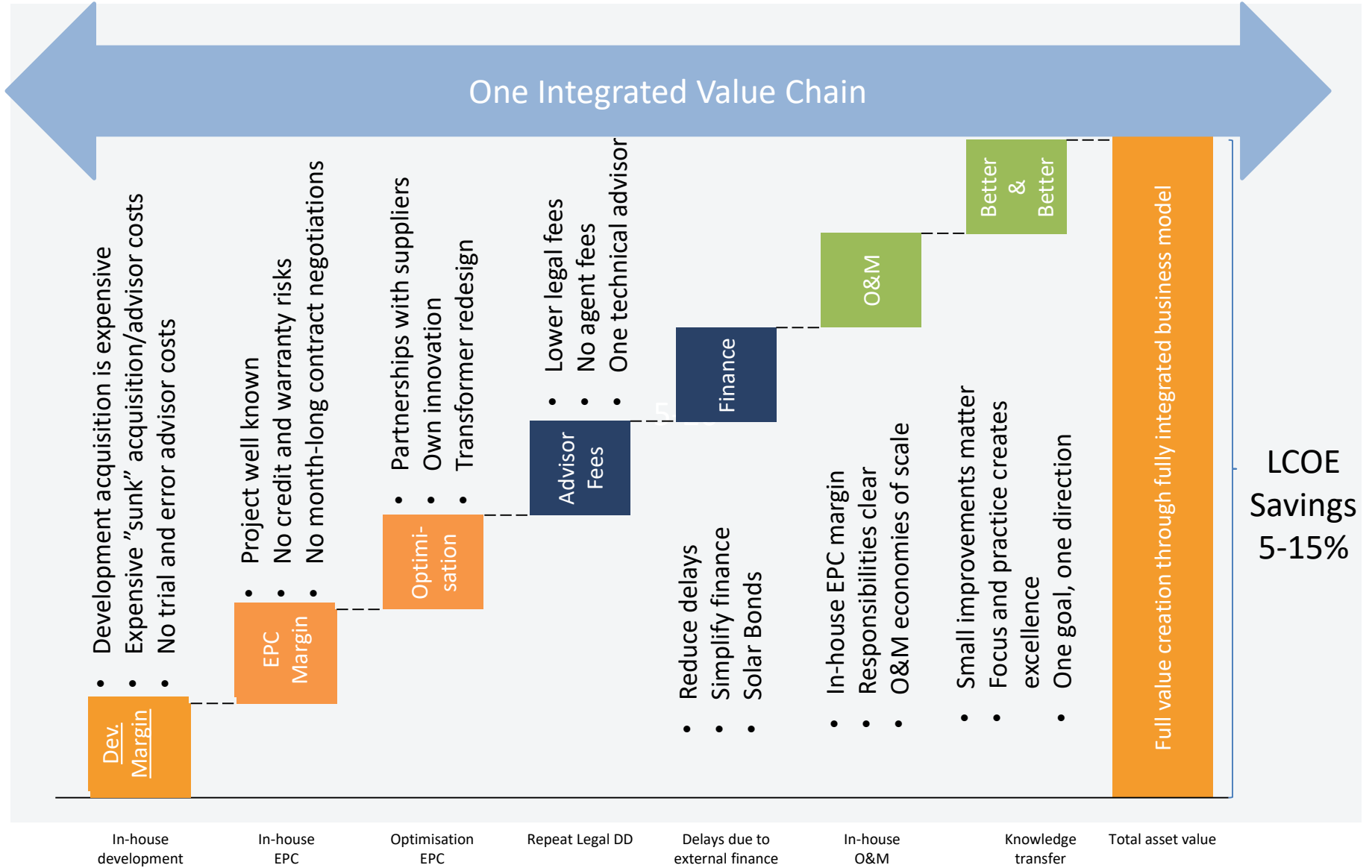
- Design
- Procurement
- Construction
- Project management

Operation



- O&M
- Asset management
- Power sale

CAPTURING THE FULL PROJECT VALUE



Example EPC Optimisation : Transformers

Better Energy has developed own Solar Transformer

- Partnership with subcontractors
- Design to integrate into Solar PV Plant
- Reduce landuse and shade losses
- Savings on cables and combiner boxes (35%)
- Savings on cable losses from 1,5-0,5%
- Easy maintenance



For more information, please visit us at

www.betterenergy.dk

QUESTIONS ARE WELCOME!